

## Q&A for the Life Science Entrepreneur Development Grant Program

- 1. We need guidance on the types of expenses which are typically supported on the grant. Would it be possible to see a sample budget for the first phase up to \$50,000?**

The proposed budget should reflect the expected expenses that the institution will incur in order to create a plan for the new, collaborative program. ESD does not instruct grant applicants on what to include in a budget, although budgets would likely include line items such as: staff time, other institutional support provided, research needed to create the plan, services required and capital expenses.

- 2. The eligibility requirements state that both the business school and the life sciences program must be at the graduate level. We have graduate programs in business but our life sciences programs are offered only at the undergraduate level. Would that mean we would be ineligible if we (the graduate business school) partnered with them (the undergraduate life sciences program)?**

Yes, under the scenario you describe, you would be ineligible, but it is acceptable for the School of Business to partner with a graduate level program in New York, such as a medical school, a bioengineering graduate program, or other life science-based graduate programs.

- 3. I was curious to know if research institutions were eligible partners for the program. In particular, we were interested in partnering with a research institute. While not a formal "school" they do have education programs for basic scientists, clinical researchers, and students.**

No, research institutions are not considered eligible partners for this program unless their educational programming includes a graduate level degree program in medicine, life sciences, biomedical engineering or bioinformatics. We are delighted about the level of interest this grant offering has generated and may consider follow-on grant programs for a broader range of institutions and level of student at some point in the future.

- 4. We have a School of Business, which offers an MBA, but we do not have a "graduate school of business," as phrased in the program guidelines. Would we still be eligible to apply?**

A New York State institution is eligible as long as it offers an MBA degree AND partners with a New York State medical school, graduate program in the life sciences, biomedical engineering or bioinformatics in the development and implementation of the Life Science Entrepreneur MBA concentration or certificate.

5. **We have extensive programming with our school of Health Sciences with partnership's with Medical Schools, Dental, etc. We have a new Entrepreneurship center that is really gaining traction. We are not a big research school. We've had discussions around more MBA programming around Healthcare Entrepreneurship. My assumption is that this would be more focused on Payers/Providers (as opposed to research-based innovation). Based on that do you think that we would be a good fit for this grant?**

The program is focused on creating a pool of knowledgeable life science entrepreneurs in New York State who have the necessary mix of skills and experience to successfully guide innovative life science startups along the path to commercial viability. This program is not focused on payers/providers.

A New York State institution is eligible only if it offers an MBA degree AND partners with a New York State medical school or graduate program in the life sciences, biomedical engineering or bioinformatics to develop and implement the Life Science Entrepreneur MBA concentration or certificate.

6. **I have a question regarding clarification of the academic programs that are included among eligible programs. We have an MBA program as well as a couple of graduate level life sciences programs. We also currently have biomedical engineering and chemical engineering at the undergraduate level. The wording under program requirements reads as follows: "linking graduate schools of business with medical schools, life sciences graduate programs, biomedical engineering programs and bioinformatics and data science programs" So my question is whether the "graduate" qualifier also applies to biomedical engineering, bioinformatics etc, or if collaboration with undergraduate programs in those disciplines would be eligible for consideration.**

The short answer is yes, the "graduate" qualifier applies to the partnering science-based program. A New York State institution is eligible as long as it offers an MBA degree AND partners with a New York State medical school or a graduate program in the life sciences, a graduate program in biomedical engineering or a graduate program in bioinformatics in the development and implementation of the Life Science Entrepreneur MBA concentration or certificate.

7. **When do you anticipate that the funding recipients for Stage 1 will be announced?**

It is ESD's intention to be able to announce the recipients for Stage One funding by the end of 2019, although timing of the announcement will ultimately depend on the number of applications received and the amount of time it takes for all applications to be reviewed and considered in accordance with ESD internal processes. ESD reserves the right to adjust this timeframe accordingly.

**8. What is the expected timeline for the completion of Stage 1?**

An expected timeline for completion and submission of the Stage One plan will be determined based on the responses ESD receives in the initial application to questions 22 and 25. These answers will help us determine the amount of time required to develop a solid plan. Internal processes within ESD also may influence the timeline.

**9. Are there any restrictions on the use of funds for Stage 1 or Stage 2?**

The proposed budget for Stage One funding should reflect the expected expenses that the institution will incur in order to create a plan for the new, collaborative program. ESD does not instruct grant applicants on what to include in a budget, although budgets will likely include line items such as: staff time, other institutional support provided, research needed to create the plan, and capital expenses. Requirements for use of Stage Two funding will be communicated to those institutions chosen to receive Stage One funding for development of a detailed implementation plan.

**10. Are there any formatting requirements for the submission? For example: Are there a maximum/minimum number of pages; Is there a font type/size; Can the entire narrative be submitted as an attachment to the required form; Can we include pictures/links in the submission; Do you need any resumes or CVs of key personnel?**

All instructions for submission of an application are indicated on the application form. In terms of formatting, number of pages, etc., please ensure that your responses are clear and provide all of the information that you deem necessary to fully respond to each question.

**11. What is the expected institutional match percentage should our College be awarded Stage-2 funding?**

As per the grant solicitation, Stage Two grant recipients are expected to show commitment to this project by providing whatever additional funding is required to fully and adequately implement the program and sustain it “over the long term (a minimum of five years).” It is anticipated that this would require a substantial financial and operational commitment by the institution.

**12. As a comprehensive college offering robust graduate programs in business administration, computer science and bioinformatics, is there an expectation that we collaborate to develop the entrepreneurial program with an outside institution, or do we meet this 'collaboration' requirement by developing the entrepreneurial initiative across the innovative and established programs within our institution? We hope that an application from a single, comprehensive institution is viewed similar to a research and/or medical university.**

The program requires collaboration between a graduate school of business AND a medical school, a graduate program in the life sciences, a graduate program in biomedical engineering or a graduate program in bioinformatics. Collaboration can be done within or outside of a single institution.

- 13. The objective of the grant program says MBA concentration (or certificate). Is it acceptable to propose an Master of Science graduate degree for Life Sciences Technology Commercialization and Entrepreneurship (TCE) within the business school where students come from Chemistry, Biology, BioMed Engineering, and Chemical Engineering?**

A New York State institution is eligible as long as it offers an MBA degree AND collaborates with a New York State medical school or a graduate program in the life sciences, a graduate program in biomedical engineering or a graduate program in bioinformatics in the development and implementation of the Life Science Entrepreneur MBA concentration or certificate. Graduate programs in chemistry or chemical engineering would not be deemed eligible partners.

- 14. Can the partnership with Engineering and Sciences be such that it is a master's graduate degree program in our Business school using a pipeline of Life Sciences undergraduate students upon their UG degree completion?**

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